



**JAIN COLLEGE, JAYANAGAR**  
**II PUC Mock Paper - I**  
**Subject : Business Studies (27)**

Duration: 3 hrs 15 minutes

Max. Marks: 100

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**Section - A**

Answer all the following questions in a sentence or a word. Each question carries one mark:  $1 \times 10 = 10$

1. Name any one function of Management.
2. When is Gang Plank used?
3. Give an example for Rule.
4. What is Centralisation?
5. What is Selection?
6. State any one element of direction.
7. Give the meaning of deviation in controlling.
8. Expand SEBI.
9. What is Price?
10. Who is a Consumer?

**Section B**

Answer any ten questions in two or three sentences. Each carries two marks:

(10x2=20)

11. State any two levels of Management.
12. Give the meaning of Principles of Management.
13. Define Planning.
14. What is functional structure of an organization?
15. Define Organising.
16. What is Recruitment?
17. What do you mean by semantic barriers of communication?
18. State any two steps in controlling process.
19. Name any two depositories operating in India.
20. What is grading?
21. Name any two elements of Marketing Mix.
22. Name any two persons who can file a complaint with the redressal agencies

**Section C**

Answer any six questions 15 to 20 sentences each. Each question carries five marks: (6x5=30)

23. Explain any five Fayol's principles of management.
24. Distinguish between formal and informal organization.
25. Explain the importance of Staffing.
26. Explain the importance of Motivation.
27. What do you mean by standards in controlling? State the requirements of good standard.
28. Explain the importance of financial management.
29. Explain briefly trading procedure on a stock exchange.
30. Explain briefly channels of distribution.
31. State the importance of consumer protection.

### **Section D**

Answer any 3 questions in 20 to 30 sentences. Each question carries 10 marks:

(3x10=30)

32. "Management is both an Art and Science" – Justify.
33. What is planning? Explain the various steps involved in planning process.
34. Explain the various sources of Recruitment.
35. Explain the functions of Stock Exchange.
36. Briefly explain the methods of Sales Promotion.

### **Section E**

Answer any 2 questions. Each carries 5 marks:

(2x5=10)

37. Bring out the steps involved in planning while establishing a new business unit.
38. Assuming that you are the HR manager of a firm, state any 10 sources you would look into while recruiting employees.
39. List any 10 Stock Exchanges functioning in India.

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